

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 /023 R

DRAFTED BY COMM/BIC/OED/SIPS/FECROSLEY/DJH
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P 162147Z AUG 77
FM SECSTATE WASHDC
TO AMEMBASSY LIMA PRIORITY

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E.O. 11652: NA

TAGS: BEXP, PE

SUBJECT: PRODUCT OPPORTUNITY - ELECTRIC POWER SYMPOSIUM

REF: A) LIMA 6529 B) STATE 186542 C) LIMA 6807

1. TEN US COMPANIES WILL BE MAKING EIGHTEEN INDIVIDUAL, IN DEPTH PRESENTATIONS IN LIMA, PERU SEPTEMBER 12-14, 1977. OVER THIRTY ENGINEERS WILL PARTICIPATE FROM THE US. THE ACADEMIC CREDENTIALS OF THESE ENGINEERS ARE OF THE HIGHEST CALIBER AND THEIR BACKGROUND IN THE ELECTRICAL UTILITY FIELDS COVERS MANY YEARS OF DESIGN, INSTALLATION AND OPERATIONS EXPERIENCE. ALTHOUGH MANY ENGINEERS ARE ASSIGNED TO MARKETING DEPARTMENTS OF THEIR RESPECTIVE COMPANIES, THEY ARE TECHNICALLY EXPERT ABOUT ELECTRICAL PRODUCTS AND THEIR CAPABILITIES. MANY HOLD PATENTS AND MEMBERSHIPS IN PROFESSIONAL SOCIETIES. WHERE APPROPRIATE, SOME SESSIONS WILL BE CONDUCTED BY ENGINEERS HOLDING ADVANCED AND PHD DEGREES.

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SEVERAL HAVE POSITIONS SUCH AS TECHNICAL DIRECTOR OR RESEARCH DIRECTOR. INDIVIDUAL BIOGRAPHICAL DATA CAN BE PRESENTED AT THE SYMPOSIUM AS THEY ARE NOT AVAILABLE AT THIS TIME. SEPTTEL FOLLOWS.

2. GE HERE ADVISES RESULT OF LLOYD/KOHN DISCUSSION OF AUG. 12 IN LIMA, ARRANGEMENTS BEING MADE FOR SPLIT SESSIONS AND

OTHER CHANGES FROM ORIGINAL SCHEDULE.

4. MONDAY-POWER SESSION NO. 1 - 10:00-12:30 - A) STEAM FOSSIL POWER PLANTS BY ING. SILVIA BARRIENTOS, INTERNATIONAL SALES DIVISION GE (IN SPANISH). B) HEAVY DUTY GAS TURBINES AND COMBINED CYCLE POWER GENERATION BY ING. LEN REID, INTERNATIONAL SALES DIVISION GE AND ING. DAVID SAARI, GAS TURBINE DIVISION GE (IN ENGLISH).

5. MONDAY-POWER SESSION NO. 2 - 3:00-5:00 - A) GAS TURBINES FOR ELECTRIC UTILITY SERVICE BY ING. JOHN M. COFFEN, DIRECTOR INTERNATIONAL MARKETING WESTINGHOUSE (IN ENGLISH). U) LIGHT WEIGHT GAS TURBINE MODULAR MAINTENANCE FEATURES BY ING. MICHAEL HAINS, TPM SYSTEMS, UNITED TECHNOLOGIES (90 MINUTES IN ENGLISH).

6. MONDAY-POWER SESSION ROUND TABLE DISCUSSION - 5:00-6:00.

7. MONDAY-TRANSMISSION AND DISTRIBUTION (T AND D) SESSION NO. 1 - 10:00-12:30 - A) UNDERGROUND T AND D SERVICE RELIABILITY BY ING. NORMAN SCHULTZ, POWER DISTRIBUTION SERVICE ENGINEERING OPERATIONS GE (IN ENGLISH). B) COMPACTION-NEW TRANSMISSION DESIGN BY ING. HENRY PETERS, LAPP INSULATOR DIV. INTERSPACE CORP.
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8. MONDAY-T AND D SESSION NO. 2 - 3:00-5:30 - A) EXTRA HIGH VOLTAGE SF 6, GAS INSULATED SYSTEMS BY ING. G. PAUL GUAGLIONE OF ITC WORLD TRADE CORP (IN ENGLISH). B) THREE PHASE VERSUS SINGLE PHASE DISTRIBUTION BY ING. NORMAN SCHULTZ, POWER DISTRIBUTION SERVICE ENGINEERING OPERATIONS OF GE (IN ENGLISH).

9. MONDAY-T AND D ROUND TABLE DISCUSSION - 5:30-6:30.

10. MONDAY-RECEPTION - 7:30.

11. TUESDAY-POWER SESSION NO. 1 - 9:00-12:30 - A) HYDRO-TURBINE GENERATORS BY ING. C.J. KOSIOWA, WESTINGHOUSE ELECTRIC (IN ENGLISH). U) POWER PROJECTS MANAGEMENT BY ING. AGUSTIN DIAZ, INTERNATIONAL PROJECTS DEPARTMENT OF GE (IN SPANISH).

12. TUESDAY-POWER SESSION NO. 2 - 2:30-5:30 - A) DIESEL ENGINE OPERATION BY ING. RAMON CASAPRIMA, COLT INDUSTRIES (IN SPANISH). B) DIESEL PLAN APPLICATION DESIGN CHARACTERISTICS

TERISTICS, ECONOMICS AND TYPICAL INSTALLATION BY ING. VICTOR MORALES AND ING. BOB CLENDENING OF GM (IN SPANISH).
C) TURBINE GENERATOR APPLICATION BY ING. LUIS URIARTE OF
ISH).

,3. TUESDAY-RURAL ELECTRIFICATION SESSION NO. 1 - 9:00-11:00 - A) ECONOMY OF SINGLE PHASE DISTRIBUTION IN RURAL AREAS BY ING. JIM LAY, NATIONAL RURAL ELECTRIC COOPERATIVE ASSOCIATION (NRECA) (IN SPANISH). B) RURAL ELECTRIFICATION MANAGEMENT AND TRAINING BY ING. JIM LAY, NRECA. C) BRIEF INTRODUCTION OF EQUIPMENT MANUFACTURERS ATTENDING SYMPOSIUM WHO SUPPLY RURAL ELECTRIFICATION ITEMS.

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14. TUESDAY-RURAL ELECTRIFICATION ROUND TABLE DISCUSSION-11:00-12:00.

15. TUESDAY-ENERGY MANAGEMENT SESSION NO. 1 - 2:30-6:30 - A) COMPUTER BASED ENERGY MANAGEMENT SYSTEMS BY DR. HOWARD DANIELS, ING. ABLE FERNANDEZ AND ING. JOHN TERMEER OF TRW (IN SPANISH). B) SERVICIOS ELECTRICOS DEL GRAN BS. AS. (SEGBA) ENERGY CONTROL CENTER FOR ARGENTINA BY ING. JORGE LARCO, PROJECT DIRECTOR OF SEGBA.

16. WEDNESDAY-ENERGY MANAGEMENT SESSION NO. 2 - 9:00-

11:00. A) PROTECTION OF HIGH VOLTAGE TRANSMISSION BY I G. JOSEPH ANDRICHAK, POWER SYSTEMS MANAGEMENT PRODUCTS GE (IN ENGLISH). B) VOICE CHANNELS IN POWER LINE CARRIERS BY ING. DONALD BRAN POWER LINE CARRIER OPERATION OF GE (IN SPANISH). C) ADDITIONAL COMMENTS BY TRW FROM SESSION NO. 1.

17. WEDNESDAY - JOINT ROUND TABLE SESSION (ALL PARTICIPANTS) 2:30-5:30 - ALSO MAY BE DIVIDED INTO FOLLOWING

WORKING SESSIONS: A) CENTRAL STATION POWER GENERATION, B) AUXILIARY POWER GENERATION, C) TRANSMISSION AND DISTRIBUTION, D) RURAL ELECTRIFICATION AND E) ENERGY MANAGEMENT.

18. RECEPTION HOSTED BY ELECTROPERU - 7:30.

19. ABOVE SHOULD ANSWER QUESTION SEVEN OF REFTTEL C. A

VIEWGRAPH ALLOWS 8 X 10 SHEETS (E.G. DRAWINGS) TO BE PROJECTED ON TO A SCREEN FROM ITS HORIZONTAL SURFACE. 35MM SLIDE PROJECTORS AND VIEWGRAPHS REQUIRE ROOMS THAT CAN BE
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DARKENED COMPLETELY.

20. PARTICIPANTS (31) RESERVING THEIR OWN ROOMS AT SHERATON FOR SEPTEMBER 11-15 INCLUDE:

GE: DAVID SAARI, SILVIO BARRIENTOS (DEPARTS 9/13/77), WILLIAM HEMBLER (DEPARTS 9/13/77), ROBERT STEER (DEPARTS 9/13/77), RICHARD MCLAUGHLIN (DEPARTS 9/13/77), AGUSTIN DIAZ, VICTOR PEREZ, DONALD ORAH, JOSEPH ANDRICKAK (ARRIVES 9/13/77), NORMAN SCHULTZ, JOSEPH OSHEA, ED ENRIGHT, JUAN LASTRAS, RICHARD LLOYD, LEN REID AND RAMON PALAZUELOS. TRW: JOHN TERMEER, ABLE FERNANDEZ, JORGE LARCO AND HOWARD DANIELS OR DAVID FEY. NRECA - JAMES LAY. LAPP - HENRY PETERS. WESTIGHOUSE: J.M. COFFEN AND C.J. KOSIBA. GM: BOB CLENDENING AND VICTOR MORALES. COLT: RAY CASA-PRIMA. TPM - MICHAEL HAINS. SOLAR TURBINES - LUIS URIARTE. ITE: G. PAUL GUAGLIONE AND PEDRO FARIRAS.

21. PLEASE RESERVE ROOM FOR CROSLEY SAME DATES. AS NO KNOWN US PARTICIPANTS CAN SCHEDULE HUINEO VISIT DUE TO PRESSING SCHEDULES, THURSDAY DEPARTURE FOR QUITO WOULD GREATLY FACILITATE CROSLEY SCHEDULE. VANCE

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Decaption Note:
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Disposition Approved on Date:
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Disposition Comment:
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